

Message Text

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61

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DRAFTED BY EB/ORF/FSE:DSWILSON:MW

APPROVED BY EB - THOMAS O. ENDERS

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P R 300250Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT PRIORITY

INFO AMEMBASSY ROME

C O N F I D E N T I A L STATE 232139

STADIS//////////

EXDIS

E.O. 11652: GDS

TAGS: ENRG, IT

SUBJECT: ITALIAN INTEREST IN BECHTEL SAUDI PIPELINE PROJECT

FOR AMBASSADOR FROM ASSISTANT SECRETARY ENDERS.

1. ITALIANS HAVE INFORMALLY ASKED FOR OUR SUPPORT FOR THEIR EFFORTS TO WIN A \$1 BILLION SUBCONTRACT TO SUPPLY STEEL PIPE FOR A MAJOR SAUDI PIPELINE-REFINERY-PETRO-CHEMICAL COMPLEX BEING PUT TOGETHER BY BECHTEL AND MOBIL. I HAVE SPOKEN TO GEORGE SHULTZ OF BECHTEL ABOUT THE ITALIAN INTEREST IN THE PROJECT. HE GAVE ME THE NAME OF KEITH THOMSON, A BECHTEL REPRESENTATIVE NOW IN KUWAIT, AS A CONTACT.

2. I WOULD APPRECIATE YOUR PASSING THE FOLLOWING MESSAGE TO THOMSON FROM ME: BEGIN TEXT: THE ITALIAN GOVERNMENT
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HAS RAISED WITH US ON AN INFORMAL BASIS ITS INTEREST IN

OBTAINING THE SUBCONTRACT TO SUPPLY STEEL PIPE FOR THE
PIPELINE-REFINERY-PETROCHEMICAL PROJECT BECHTEL IS PUTTING
TOGETHER IN SAUDI ARABIA. I HAVE SPOKEN TO GEORGE SHULTZ
REGARDING THE ITALIAN GOVERNMENT'S INTEREST AND ASKED HIS
VIEWS ON HOW THE ITALIANS SHOULD PURSUE THIS INTEREST WITH
YOUR COMPANY. SHULTZ SUGGESTED YOU AS THE PERSON MOST
KNOWLEDGEABLE AND WHOM I SHOULD CONTACT. I WOULD GREATLY

APPRECIATE RECEIVING YOUR VIEWS AS TO HOW THE ITALIANS
SHOULD PROCEED TO DEVELOP THEIR PROPOSAL. YOU CAN PASS
A MESSAGE THROUGH OUR EMBASSY IN KUWAIT WHICH WILL
FORWARD IT TO ME. ASSUME YOU ARE ENJOYING YOURSELF
RECONSTRUCTING THE MIDDLE EAST AND HOPE YOU WILL LET

ME KNOW WHEN NEXT IN WASHINGTON. MEANWHILE, KIND
REGARDS, TOM. END TEXT. INGERSOLL

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